

THE SENSATION OF NEARNESS

PROXIMITY OF OBJECTS TOLD WITHOUT SIGHT OR TOUCH.

Investigation Into the Matter of Sound-Reflection and the Reflection of Radiant Heat.

From the Literary Digest.

Those who have felt, in a dark room, a sensation of the proximity of some article of furniture or of the walls, hall, or door, who think that this sensation is not merely imaginary, will be interested in a letter written to London Nature by Dr. Charles H. Melland of Manchester, England, in which he describes some experiments on the subject. Dr. Melland believes that this feeling of the nearness of objects in the dark, by which blind persons often are misled, is the result of the reflection of radiant heat, and partly from the reflection of radiant heat, the latter being perceived especially by the face. Says Dr. Melland: "Working as I was frequently until a late hour in the pathological laboratory of a London hospital, which opened on the entrance hall, I had, in order to reach my room, to cross the hall obliquely and enter the corridor by a wide door, some three feet wide, with folding glass doors, which were, as a rule, fastened back. The hall and corridor were unlighted. I usually walked with the light from the door of the door of the pathological laboratory, turned to the right when I thought I was opposite the door opening into the corridor, and then walked straight forward between the doors. I found, a good deal to my surprise, that though in the dark, even though I shut my eyes, I could judge, as I walked through, very accurately, to which of the two doors I was nearest. I made a large number of observations and the constant result was that I was never misled by the sensation of nearness. I found I could even form a trustworthy estimate if I was only a few inches nearer or further. If I gradually moved toward one or other side, when I got within a few inches of the door I felt that I was getting very close to it.

The way in which I felt this is difficult to describe, but the sensation of 'nearness' was situated in the face, in my forehead and cheeks and seemed to be particularly keen on turning my cheek in the direction of the surface that I was approaching.

The conclusion that I came to was that there were two different processes involved: in the first case (1) the nearness of a solid body was made evident by differences in the reflection of the resonance of my footsteps as I walked, and in (2) the differences in the reflection of the heat of the face from a surface at varying distances were the cause of the sense of nearness or farness. It will be seen that I had arrived at almost precisely the explanation which Dr. McKendrick puts forward as the explanation of the power of the blind to recognize their relation to externals.

(1) To test my theory of sound reflection I tried the effect of walking in stockinged feet, and found that it sensibly diminished my power of recognizing my position; this, I think, is an analogous to the difficulty, which Dr. McKendrick describes, experienced by the blind when there is snow upon the ground.

Minute Sound Changes.

Since these first observations were made by Dr. Melland he has, he tells us, noted other occasions when minute sound changes have furnished similar information. Any one, he says, may readily prove for himself in walking in the dark or with the eyes shut along a corridor with doors, some open and others closed, how easy it is to tell which one comes opposite one of the open doors, owing to difference in resonance. Again, he has more than once noticed when riding on top of a tram car that he has been "sensible" of another passenger sitting quietly down on the seat behind, not through any sound that he made, but by his cutting off a portion of the general roar of traffic.

He goes on:

"(2) The inner sound indications of this type, to which we customarily pay little heed, since our eyes yield us more rapid and more complete information, that convey to us a great deal of information, blind, whose ears, if not more keen, are more intent, and the blind man's stick undoubtedly serves not only to feel his way with, but by its tap to supply a source of sound the resonance of which may be noted. There is still much haziness even among the few who are acquainted with the management of the blind, as to their psychology, and one superintendent of a blind asylum with whom I am acquainted, is inclined to a skepticism which at the present day is so fond of explaining phenomena, of which by experiment one may learn something, by theories of which we know nothing would drag in that blessed word 'telepathy' to explain the blind man's knowledge of the surrounding objects.

Perception of Heat.

"(3) The second principle involved, viz., the reflection of the heat of the face from adjacent surfaces, is not so easily verifiable. I feel fairly confident, however, that accurate observations with a delicate surface thermometer would show that the cheek was receiving a certain amount of reflected heat as it was approached near to a wall, and that the skin of the cheek is peculiarly sensitive to the degree of temperature will be readily admitted by any one who has seen a laundress testing the heat of her iron by holding it to her face. Further, the repetition of the experiment with the use of a mask, which would minimize the sensitiveness of the skin to changes of temperature, has struck me as likely to give conclusive results, and I am therefore interested to find this supposition supported by Dr. McKendrick's statement that the blind do not so readily avoid an obstacle if the face is covered."

Salesmanship and Psychology.

From Putnam's.

Every commercial traveler who succeeds in his most difficult business knows that his success depends largely upon several factors to which he gives his own names. He must have a reasonably good, useful and necessary article to sell. He must get to know his prospective client's business needs and problems. He must believe in his own article as completely as a Presbyterian does in predestination. He must have tact and address, and he must get his client's undivided, impartial and interested attention while he talks of the thing he wishes to sell him. We call this "salesmanship." It is in reality the science of psychology, a sensible analysis of the situation, on sound psychological principles, to induce interest in such cumulative form that the buyer is, as it were, hypnotized by the seller for the time being, and comes under his influence and yields to his suggestions as his mind follows the workings of his interviewer's mind.

Now, there are many intervening factors that help to bring about the happy termination of a sale, and these factors, there must be a need on the part of the buyer. It is vague or indeterminate, and he is perplexed by the multitude of decisions on the part of the interviewer, his visitor is exploiting. It is the visitor's task skillfully to rid his client's mind of all thought of a device but his own, and to make plain and concrete what before was perplexing and nebulous. In his advocacy the seller must work with his client's mind, and the time being, there appears to be no other conclusion to the interview but the giving of the desired order. He must put his case as Thoreau said of Carlyle, with such irresistible logic that no other view could, for the time being, seem to be possible or tenable.

This is salesmanship raised to the dignity of a science. But it is simply psychology applied to a cold, business proposition.

Bobbied on Way to Camp Meeting.

CHICAGO, July 29.—Rev. H. P. Bergh, Danish missionary, while on his way to the camp meeting at Des Moines last night, was a victim of two highwaymen who attacked him in the Northwestern depot and robbed him of a wallet containing \$5 and a check for \$38. Mr. Bergh reported the case to the police, but detectives sent to investigate made no arrests.

COLLEGE GIRLS' CAREERS

WHAT THIS YEAR'S GRADUATES WILL UNDERTAKE.

Results of Canvass of Four Boston Institutions—Young Women Will Take Up Teaching.

From the Boston Transcript.

In the lives of thousands of young men and women June is the most eventful month of the year, for it marks the end of college life and the beginning of a career. The past month has been no exception, and according to newspaper accounts, the total number of this year's college graduates has exceeded that of any preceding year. It is generally known and generally expected that college men scatter to the four corners of the globe into every occupation and profession known to the modern world. But we can speak with less generality and less certainty of the hosts of college woman graduates. Do they scatter to the uttermost parts of the world, do they crowd into every kind of business and profession?

Because of persistent statements which have been especially prevalent the last few years to the effect that college women are forsaking beaten paths and are rushing into business careers and all sorts of odd and unusual occupations, it has been interesting to learn the results of this year's crop of graduates. It has seemed fair to assume that the colleges of Greater Boston—Wellesley, Radcliffe, Tufts and Boston University—taken as a whole, would be typical of any similar group in any other section of the country. At any rate, the result of the investigation of this article is based wholly upon these four institutions.

The total number of graduates from these four institutions, exclusive of those receiving master's degrees, was 448. Of this number eight are graduates of the medical departments, two from Tufts and three from Radcliffe. As was to be expected, Wellesley stood first in number of graduates (271). Boston University had the next largest number (83), Radcliffe 60 and Tufts 34.

Eighty Per Cent Have Positions.

In the case of each of these institutions the persons interviewed have been deans, professors, proctors or others officially brought into close contact with the students. A large number of the graduates also were seen in regard to the work which they were doing temporarily at least, chosen for their career. Without exception it has been asserted by those who have been familiar with the conditions of the graduates that 1909 has been especially favorable to the placing of these graduates who have sought positions.

The two principal reasons for this have been: first, the general business depression, occupations of every kind seemed to be "help wanted"; and second, the graduates of this year were especially favorable to the placing of these graduates who have sought positions.

Every graduate facing a bread-winning career expects to spend most of the first summer in finding just the right opening. This year, however, many of the graduates before many could get any sort of a foothold. This year something like 80 per cent of the graduates of these four institutions have secured positions of some kind.

Not Going Into Business.

Ten years ago it would have been asserted unhesitatingly of woman college graduates that the big majority went at once from college into teaching. But if I have heard the statement once during the past year I have heard it a hundred times—that girls just fresh from college are forsaking the teaching profession for a business career. Newspapers, magazines and newsmongers have so filled our minds with accounts of men and women restaurant-keeping, clerking college graduates that one could say without the least hesitation that times have changed and that the average college girl goes in search of a business career. But this is absolutely not true—a thousand rumors and assertions to the contrary notwithstanding. The great majority of those college graduates who must or wish to work immediately upon graduation go directly into school teaching and, in general terms 80 per cent of the graduates of this year's class from Boston University expect to teach and 90 per cent have already secured positions (an unusually large number stepping into positions with four-figure salaries). The most 75 per cent of Tufts graduates also plan to become pedagogues. Of the Wellesley class four-fifths of those who expect to work will be registered for teaching positions, and of the Radcliffe graduates practically all those who are searching for positions of any kind will register for teaching positions. Of these one-third have already secured schools.

NEW YORK'S LAST TOWN PUMP

Dates Back to the First Water System of Great City—Trinity Place and James Street.

From the New York World.

With everything modern around it, the old pump at the corner of Trinity place and Thames street stands today, a pleasant reminder of scenes in the days of long ago. It is old, very old, but as to its correct age local historians differ, for some have placed it as much as 250 years, or since the first water system.

It is said to have been one of a number of pumps which were placed along what might be called the speedway of our great-grandfathers, and perhaps more great-grandfathers. In those days there were many fashionable residences around it, and nearby were the well known Vauxhall Gardens. At its back was one of the best hotels, where the dandies of that period would stop to partake of that which cheers the inner man, while the old pump performed a like service for their prancing steeds.

And then came the changes which marked the onward march of progress. Buildings of all descriptions replaced the residences of the wealthy, factories in turn took their places, and they again were succeeded by other structures, until now the old pump is surrounded by skyscrapers and at times shadowed by the tallest of them all, the Singer tower.

Overhead run the swift electric trains and underneath the cars in the subway, and as if to emphasize its age and capacity, there are being installed in this section the hydrants for the high-pressure service, from a single one of which will be thrown thousands of gallons of water to the old pump's use.

Yet the ancient relic has never failed to perform its duty, and it is still a refreshing liquid, except when some part has worn out from time to time, but even then it has generally been repaired quickly.

Interest in the Relic.

It does seem strange to see that hardy old pump standing there in as good working order as the day it was first installed. Many passersby who have never seen it before will stop and look at it longingly, perhaps bringing back to mind the days when they were in the country with a certain pump in view.

Some will walk around it, viewing it from all angles, and others will climb its journey. Others will slip up to it, looking to see if any one is watching them, and then work the old handle up and down, please beyond description, when the tiny stream of water issues from its sturdy spout.

It is a husky and unpoetic truck drivers seem to be careful in their frequent use of it, and though many of the adjoining hydrants and poles have been pulled down, the pump remains remarkably clear of all disfigurements except those made by time.

O'DONNELL'S CIGAR STORE, 904 F ST.

Our competitors imitate our ads.

One went so far as to put my name on, window to mislead the public.

IMMENSE THREE-DAY SALE OF HOT WEATHER DRUGS, DRUG SPECIALTIES AND BATH AND TOILET NECESSITIES SPECIALS FOR TODAY, FRIDAY AND SATURDAY

MR. SMOKER, There Is a Time and Place for Everything.

Time—Friday and Saturday. Place—O'Donnell's Cigar Dept.

Everything—Cigars, Cigarettes and Tobacco.

Special Prices in Cigar Dept.

Now is the time to purchase your cigars and cigarettes before leaving on vacation. A glance over our cigar stock puts you under no obligation to buy unless you think you can get your money's worth. Remember, we always try to please the smoker with anything purchased at special prices.

Newport Club 5c Cigar—the kind of smoke one will enjoy at any time of the year—7 for 25c; \$1.50 per 100.

Seipia Cigar—which has the appearance and quality of an average 10c cigar—3 for 10c, 8 for 25c, \$1.50 per box.

High tariff has not affected the scale of prices on our cigarettes, and don't let the other fellow stick you.

Have you ever smoked Fatima Cigarettes? Get wise to Nazma 15c Cigarettes. Tomorrow only 10c per package.

William Russell and Amoretto Cigars, formerly sold at 5c, have at last wandered down to 2 for 5c; \$1.25 per box.

We only have 40,000 Dean Cigars left in the Panatella shape. Get busy now while they last. 3 for 10c; 8 for 25c; \$1.50 per box.

El Gaurde, a 5c cigar of quality and appearance of a 10c smoke—3 for 10c; \$1.50 per box.

Dan Sully 5c cigar is one of our latest and best smokers ever offered to the smoker at 8 for 25c; \$1.50 per box.

William Ladd, 11 for 25c; \$1.11 per box.

Peter Pan, Republica, Dan Sully, Blue Bird, Spanish Club, Dean Panatella, Rough Rider, Hoffmanmeyer, Owl, Hoffman House, Jr., Reveller, Rosa Delicada, Three Cubans and Flor de Juncos, which are regularly sold at 5c, special 3 for 10c, 8 for 25c, \$1.50 per box.

Ye Old Time Factory Smoker, Poncelia, First Hero, Little Bobbie and El Enfantico, 5c cigars, 7 for 25c; \$1.75 per box.

La Creso, Manila Girl, Newport Club and Poncelia 5c cigars, 7 for 25c; \$1.00 per box.

Stachelberg Smoker, Gipsy Queen and Fam de Bouquen, regularly sold at 5c, special at 3 for 10c; 9 for 25c; \$1.30 per box.

Rabals Cigars—for the smoker who knows the Barstair at 10c. These cigars are sold to sacrifice at 5c straight; \$2.50 per box. This sale only.

The best Stogie ever made—PHOEBUS. Retail at 2 for 5c. Our price, 3 for 5c; \$1.50 per box.

Hoffman House Bouquet, 10c Cigars at 5c Windsor House Bouquet, Straight; Box of 50, \$2.50.

Robert Burns. Only house in United States selling them at these prices. Trust stores sell them at 25 to 50 per cent more.

"Rexall Remedies"

For your kidneys. We want every one troubled with kidney or urinary ailment to try REXALL KIDNEY REMEDY at our risk. It will cost nothing unless it helps you satisfactorily. Price 50c

Rexall Foot Powder—comforts tired and aching feet—10c box.

Rexall Eczema Ointment—the worst cases of eczema have been cured with this ointment—30c.

Rexall Sarsaparilla—for the blood and that tired feeling—\$1 size, 60c.

Walnut Hair Stain—60c size—special, 40c.

Manicure Sticks, the kind that you buy 2 for 5c. Special Friday and Saturday, 12 for 5c.

Refecto Furniture Polish, gives the old furniture the appearance of new. 25c bottle, 19c; 50c bottle, 29c.

Absorbent Cotton, 21c pound.

Paris Green, for killing bugs on flowers and plants, 29c lb.

Patey's Imported Cold Cream—25c size—special, 12c.

HURRAH!—I've made my last summer's straw hat look as good as new with ElKay's Straw Hat Cleaner, 10c and 25c.

BELL'S MOUTH ELIXIR, 15c.

Pure Olive Oil, 69c Quart.

In original can. An imported olive oil, rich in olein, and has that nut, nutty flavor so characteristic of Italian olive oils. It is not a better or purer olive oil for food or medicinal uses than the others.

PURE COD LIVER OIL—25c full pint. Any druggist who says this is a better grade tell him we will give him \$100 if his will stand the test.

SAL AMMONIAC, for batteries. We sell this article at 10c lb.; enough for 3 batteries.

Absolutely Pure CARBOLIC ACID, 16-oz. bottles, 37c.

25c LITHIA TABLETS, 15c. Beneficial in gout, rheumatism and troubles due to uric acid. 40 tablets to a bottle..... 15c

CRUDE CARBOLIC ACID, full pint bottle..... 10c

Tritional Powders, 10 grains each, 35c dozen; 3 dozen for \$1.00.

One pound package of GELATINE, 33c. You now pay 10c for 1 ounce.

Quinine Pills or Capsules.

P. & W. QUININE, 1-grain, dozen..... 3c

100 2-grain Quinine Pills, 18c.

P. & W. QUININE, in ounces..... 33c

Harmony Florida Water, large bottles, 42c.

Harmony Sachet, violet and rose, special, 25c 1-oz. bottle.

Imported Rice Powder—regular 25c size—13c.

Springtime cleaning for beds only necessary once a year if you use 1 oz. Corrosive Sublimite, 1 oz. Carbolic Acid, 1 pt. Wood Alcohol—all mixed in a bottle, and a brush goes with it—for 25c.

JAP O NITA TALCUM—an exquisite perfumed Japanese Talcum Powder. Large jar..... 10c

RUBBER SPONGES, 25c—Big shipment of New Red Rubber Sponges just received—all sizes (small and large). 25c and up to \$2.50 for Sponges that sold up to \$3.75.

PEROXIDE HYDROGEN—25c full pint. An excellent dentifrice and mouth-wash; an antiseptic for sores, cuts, burns, etc. A bleaching agent for the skin and hair.

TESSICO GRANITE WARE—Antiseptic Fountain Syringe; usually sold for \$2.25. Special..... \$1.25

When the conferees took a recess for lunch they were still at odds over the glove, hostery and lumber schedules. They will meet again in the afternoon to resume their labors.

The conferees found themselves confronted by a situation in the House and

ALL TOILET ARTICLES REDUCED.

Woodbury's Scalp Cleaner—50c size—25c.
Hay's Hair Health—50c size—33c.

RELIABLE DEPILATORY, in powder, should always be used for the removal of superfluous hair. Do not use known remedies, as they are not reliable, and the hair will return as fast as if you shaved with a razor. Regular price, \$1.00. Special with this coupon, 49c.

Colgate's Shaving Soap—5c cake.
Williams' Shaving Soap—5c cake.
Cosmo Butter Milk Soap—regularly 10c—special, 4c cake.

Fairy Soap, 3 cakes..... 10c

D. & R. Cold Cream—10c tubes—4c tube.
D. & R. Cold Cream—25c tubes—10c tube.
D. & R. Cold Cream—50c tubes—20c tube.
Nadinola Cream—50c size—30c.
Nadinola Soap—25c size—15c.

Amoria Beauty Cream, a greaseless cold cream—50c size—25c jar.
Maxim's Cold Cream—1-pound can—special, 49c.
Balm Almonds, for the face and neck—50c size—33c jar.
Munyon's Witch Hazel Face Cream—25c size—13c.
Munyon's Hair Tonic—50c size—21c.
Munyon's Hair Tonic—100c size—40c.

Reliable Hair Invigorator.

This efficient preparation, if properly used, cleanses the scalp, freeing it from dandruff, and stimulates the roots of the hair, preventing that dry, lusterless appearance and tending to delay that very natural loss of hair which should come only with extreme old age. Regular \$1.00 size—special Friday and Saturday—49c.

Halgron—The Hair Tonic with a reputation. Cures dandruff—50c size—special, 33c.

Dandrin—25c size—15c.
Dandrin—50c size—25c.
Woodbury's Hair Tonic—1.00 size—50c.
Pinaud's Hair Tonic—1.00 size—50c.
Dr. Charles' Fish Food—special price, 25c.

Other druggists prefer to sell Castile Soap by the cake. They can charge a higher price that way, and they say that they have to charge for the waste and labor of cutting it. Why not cut it yourself and see if there really is any waste? We are offering Genuine Imported Castile Soap—1-lb. pound—by the bar.

Mennen's Sen Yang Powder—1-lb. can, 50c.
SULPHUR SOAP, for the skin—25c size—13c.
CARBOLIC SOAP, for the skin—25c size—13c.
Euthymol Tooth Paste—2 packages, 25c.

Genuine Imported Bay Rum—30c pint bottle. This is the genuine article.

One-pound can Violet Talcum—8 times the size of Mennen's—special, 19c.

Squibb's Carnation Talcum—special, 14c.
Turkish Towels and Bath Mats—50c per cent off.
Mennen's Talcum—1-lb. can, 50c.

PEROXIDE HYDROGEN—25c full pint. An excellent dentifrice and mouth wash; an antiseptic for sores, cuts, burns, etc. A bleaching agent for the skin and hair.

Fresh Lavender Flowers—20c pound.
Pivers' Sachet Powder—1-ounce bottles—50c.

Celestial Bouquet—This exquisite flower-like fragrance is the most popular perfume of the day. Department store price, 60c ounce—special Friday and Saturday, 39c ounce.

Best French Rose Water—25c pint.

Theatrical Cold Cream—used by leading professionals—1-lb. can, 50c. Guaranteed not to turn rancid.

MUNYON'S PAW PAW Tonic and Invigorator, \$1 size. Special, 49c.

COUPON—Melrose Extract.

This well known extract has never been sold for less than 50c oz. Special with this coupon, 21c oz.

ONE-MINUTE CLINICAL THERMOMETER, special, 49c, with certificate.

EXTRACT OF WITCH HAZEL, in full pint bottles, for 15c. This extract is made by the same concern that makes Pond's Extract. It is the people's remedy for piles (all kinds), toothache, headache, earache, sore throat, sore eyes, nose bleed, bleeding lungs, stings of insects, neuralgia, female complaints, hoarseness, varicose veins, all hemorrhages.

LISTERINE, 25c size, 14c.

LISTERINE, 50c size, 29c.

3 and 4 qt. HOT-WATER BOTTLES, 60c. A genuine bargain. They sell regularly for \$1.50. Only reason for selling is the size.

PHOSPHATE SODA, pound cans, 15c.

For disinfecting the sick room, cellar or closets we sell you a quart bottle of 1 CHLORIDES. Just the season of the year. No odor. Price, 25c.

OUR SPECIAL MAGIC OIL ATOMIZERS, sold by other drug stores at \$1.00 with 2 bottles. Just the atomizer for rhinorrhea and other ills. Our price, 50c.

EPSOM SALTS, pound, 5c.

Menthol Inhalers, 5c

ROGERS' CLEANSITALL—For cleaning clothes and gloves; removes grease spots; large bottle, 19c.

CASTOR OIL, 1b..... 25c

CHLORIDE OF LIME, in one-pound package, 10c.

WELCH GRAPE JUICE—quart size, 37c; pint size, 19c.

BELLADONNA PLASTERS—15c kind—4 for 25c.

Dutch Cleanser, 6c; any quantity sold to you.

Glycerine Suppositories, regular 25c bottles (1 doz. in bottle), special, 19c

MERCK'S PHOSPHATE SODA, in 1-lb. cans, 15c. We always sell Merck chemicals when you do not specify, as we think they are the standard.

Herpicide, \$1.00 size, 69c; 50c size, 35c.

HOUSEHOLD AMMONIA, 6c.

HAARLEM OIL, 3 bottles for 25c.

VIOLET AMMONIA, 11c.

LIME WATER FREE—any quantity.

LONG ISLAND MALT..... \$1.25 dozen

MARVEL WHIRLING SPRAY SYRINGES. Regular price, \$3.50. Special, \$2.35. This is the genuine and has never been advertised at a less price by any one.

LANOLINE, 1-lb. cans..... 25c

PURE GLYCERIN, 1b..... 25c

WHALE OIL SOAP, for spraying plants and flowers. 10c for one-pound can.

\$2.00 Fountain Syringes or Water Bottles for \$1; guaranteed for two years.

PURE BLACK PEPPER, 25c lb.

ANTI-COLIC NIPPLES, 3 for..... 10c

BLACK NIPPLES, 25c dozen; 2 for..... 5c